C.O.D. Delivery Program

Southern California

51843 3210

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Background

- Approximately 6,200 (30%) of Southern California's retail accounts have a non-direct store delivery supplier as their designated cigarette supplier. Over 600 of these accounts have Partners contracts and need to receive their accrued Partners promotions, along with National Workplan promotions.
- Until recently, we have had three options to get our promotions to these retail accounts:

1. Have the promotions available at Clubs/Cash & Carry/Sub Jobbers for retailer pick up:

   Under this scenario:

   A. The promotions were not selling and in some cases backing up at the jobber creating overstock conditions.
   B. Being sold to the wrong accounts.
   C. We were unable to limit store purchases to allocated SKU's only.
   D. SKUs that were in fact sold to the "proper" retail account were not effectively monitored for penetration.
   E. Preventing PM Exclusive accounts from purchasing our promotions has added a new degree of complexity to this situation.

51843 3211

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Background (cont.)

2. RJR Retail Reps carry car stock and deliver the promotions:
   - » This option is effective, however, the Retail Rep spends excessive time acting as a delivery person.
3. Direct-ship promotions via UPS or RPS:
   - » This only works with unpacked National promotions. We currently cannot deliver live or "buy-some" product (Partners promotions, DPC) due to the need for product stamping, etc.
   - » RJR must pre-book product or use retailer's on-hand inventory to pack promotion (RJR does not gain additional sale of product if retailers on-hand inventory is used).
   - » Since promotion is shipped without product, it is more susceptible to abuse by retailer.

51843 3212

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Background (cont.)

- We needed to implement an alternate delivery method that was both cost effective and efficient. Utilizing Roadway Package Services (RPS) to deliver promotions C.O.D. was the right choice for the following reasons:
  - It would get the right promotion in proper quantities, to the right store at the right time.
  - RJR would gain the additional sales with product packed in the promotion.
  - Retailer would be less likely to abuse premiums if they are pre-packed.
  - Promotions could be accurately tracked.
  - RJR rep would not be required to deliver promotions.
- Tested in Arizona February, March and April
  - Partners & National promotions
  - 65 participating accounts
  - 85% overall success rate - 3 month average

51843 3213

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Outline of So. Cal. C.O.D. Program

- Phillips & King, a mail-order cigar company located in the City of Industry was selected as the Southern California C.O.D. shipping account. Phillips & King was chosen for the following reasons:
  - Direct account (Carry RJR Macdonald Products only).
    - » Direct account status would allow a fair cost of goods for the retailers.
  - Does not sell domestic cigarettes manufactured by major tobacco companies (not in competition with other direct accounts).
  - *Does not participate in RJR's wholesale Partners program.
  - Phillips & King is paid $28.00 per 12M case for packing and preparing SKU's for RPS pick-up.

* A wholesale Partner account could also be used, however, all cases utilized in the C.O.D. program would have to be tracked via order receipts and removed at the end of the Partners program period.

51843 3214

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Outline of C.O.D. Program (Cont.)

- Roadway Package Systems (RPS) established Phillips & King as a local account with all shipping & C.O.D. costs billed directly to RJR's national account.
  - RJR receives a 20%+ discount on shipping costs in zones 3 and higher.
    - » Currently negotiating to include zone 2
    - » C.O.D charges = $4.75 per package.
  - RPS provides a Multiship package machine that consists of a PC, scale and three printers:
    - » PC - holds all ship-to account information for labels
    - » Scale - weighs the package.
    - » Printer 1 - prints out a C.O.D. label with address, C.O.D. amount, etc.
    - » Printer 2 - Prints a tracking label.
    - » Printer 3 - Prints a summary of packages shipped *(EXHIBIT I)*.

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

RJR Responsibilities

- The ROU opens a fictitious indirect account "C.O.D. Delivery" to establish an SIS number.
- Sales Reps sign-up all accounts, that do not purchase from direct store delivery supplier, for C.O.D. delivery *(EXHIBIT II)*.
- Utilize the C.O.D. indirect account number as the VAP wholesaler for all calls participating in the delivery program.
- The ROU creates template with C.O.D. account number - paste into an Excel spreadsheet.
  - Spreadsheet utilized for the following:
    - » ROU uses a macro to convert data to RPS Multiship machine format and loads on disk - disk is furnished to C.O.D. Shipping Account.
    - » Create a 2"x4" contents label to be applied to each package created with spreadsheet data utilizing Word - mail merge. *(EXHIBIT III)*
    - » Tracking tool for C.O.D. Shipping Account *(EXHIBIT IV)*
    - » Tracking tool for RJR - utilize as database for posting etc *(EXHIBIT V)*.

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Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

C.O.D. Shipping Account Responsibilities

- Pack promotional SKU's with product.
- Tape or bind multiple SKU shipments together (2,3, etc.) - saves RJR $ on C.O.D. costs.
- Load RPS Multiship PC with Ship-to account information utilizing disk provided by RJR.
- Print & apply C.O.D. address label, package tracking tag and contents label to each SKU or bundle of SKU's.
- Call RPS in advance for pickup.
- Track payments received and returns from RPS utilizing tracking sheet (Excel spreadsheet).
- Re-ship refused SKU's to accounts identified by RJR.
  - Sales Reps identified calls that are willing to receive extra SKU's on sign-up sheet (Safety valve calls - SVC see *EXHIBIT II*)
- Provide RJR with a copy of tracking sheet.

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

RPS Responsibilities

- RPS picks up from C.O.D. Shipping Account and begins making deliveries to retail accounts.
  - local zone is delivered the day after pick up from C.O.D. Shipping Account.
  - All other zones within 2-3 days.
- RPS will make 3 attempts to deliver the package, after the third attempt, it will be returned to C.O.D. Shipping Account
  - If the promotion is refused, it will be returned usually within 3 days.
- Retail account billed for value of goods only - RPS will accept cash, check, certified check or money order. All shipping costs paid by RJR.

518 43 3218

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

RPS Responsibilities (Cont.)

- C.O.D. Shipping Account is reimbursed for product by RPS:
  - As payments are received, Shipping account logs delivery confirmation on tracking sheet.
  - EFT (Southern Cal. is participating in Beta test - going National mid summer)
    - » *Cash* and *checks** are collected by RPS driver and deposited in local RPS hub account, then sent via EFT to headquarters in Pittsburgh. Within 24 hrs of pickup, Pittsburgh transmits an EFT credit to the C.O.D. Shipping Account's bank account. A delivery statement with with consignee names and package numbers is faxed to C.O.D. Shipping Account at the time of deposit *(EXHIBIT VI)*.
  - Non-EFT
    - » *Cash* is collected by driver and deposited in local RPS hub account then sent via EFT to headquarters in Pittsburgh. Pittsburgh then mails shipping account a check along with delivery statement usually within 9-10 business days *(EXHIBIT VII)*.
    - » *Checks* are collected by RPS driver and are mailed directly to Shipping account by local RPS hub (3-5 business days) as they are received from drivers. C.O.D. label from package is attached to each check.

* Checks made out to "RJR Promotion Delivery" to keep direct account's name anonymous.

51843 3219

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Southern California May Results

- 709 accounts are currently signed up for C.O.D. delivery.
- 759 accounts (1,530 SKU's) were shipped the May Doral B2G1F Partners promotion.
  - This also included Partners accounts that:

    Did ***not*** have a VAP wholesaler in SIS

    OR

    Were recently signed for VAP and missed the cutoff date.
- 93% acceptance rate (51 refusals)
  - Telemarketers contacted accounts prior to delivery to notify them of shipping date & C.O.D. amount due.
- Problems encountered:
  - 17 accounts had SKU's separated during shipment
    - » Utilized strapping material in June to prevent separating
    - » Need to apply return address label to *each* SKU so if separated, it will be returned to direct account.

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Summary

- PROVEN TO BE SUCCESSFUL
  - Cost efficient
  - Timely form of delivery
  - Promotion penetration can be effectively monitored
  - Accounts guaranteed to receive promotions as allocated

- C.O.D. vs ALTERNATE DELIVERY METHODS
  - *C.O.D.*
    - » All accounts receive promotion in 3 to 4 days - first week of month.
    - » **$13.22 = Average per store cost*** (average of 2 SKU's per store)
    - » $6.54 = Average per SKU cost*
    - » $1.09 = Average per carton cost*

* Costs based on May totals that include: Shipping & C.O.D.($6,824.28), $28.00 per 12M case packing ($2,884.00), $300.00 per month tax stamp machine rental

51843 3221

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

Summary (Cont.)

- *Retail Rep E - Delivery*
  - » **$15.55 Average per store cost** **Savings of $2.33 per store**
    - 3 Retail reps @ 13 calls per day to deliver 1,530 SKU's to 759 accounts (average 2 SKU's per call)
  - » Takes entire month to deliver promotion **vs 3 to 4 days with C.O.D.**
  - » Security Concerns
- *Merchandising Support Services*
  - » **$21.50 = Average per store cost** **Savings of $8.28 per store**
  - » Takes entire month to deliver promotion **vs 3 to 4 days with C.O.D.**

51843 3222

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

(EXHIBIT I)

SORT REPORT

PROMOTION DELIVERY
1 CORTNEY CT.
OF INDUSTRY CA91748

043-394
RPS
SHIPPING CHARGES

Date of shipment 05/22/96

TRANS	REF #	ZIP/Z	WT	CHARGES	COD	DV	AOD	O S	C T	S	A H	CUSTOMER	HNDLG	TOT S/H
0000737	48	913/2	12	3.70	102.40		-	-	-	-	-	564679	0.00	8.45
STAR LIQUOR	13922 NORDHOFF ST	1	ARLETA	CA	91331									
0000745	49	906/2	12	3.70	102.40		-	-	-	-	-	461430	0.00	8.45
LIQUOR	8949 SLAUSON AVE	1	PICO RIVERA	CA	90660									
0000752	50	930/2	6	3.03	51.20		-	-	-	-	-	706039	0.00	7.78
S TEXACO	1861 N VENTURA RD	2	OXNARD	CA	93030									
ls			30		256.00									
3					3									
				10.43	14.25									
				Tot Shp Chg:		24.68							0.00	24.68

RPS TOTALS ### COD Pkgs : 3 RPS DV Pkgs : 0 Oversize Pkgs : 0

			GROUND	AIR
1 AOD Pkgs :	0	Barcodes Used :	3	0
Tags (Ground):	0	Minus Voids :	0	0
dential Pkgs :	0	Total Packages :	3	0
rnational Pkgs:	0			

51843 3223

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

(EXHIBIT II)

AUTHORIZATION TO SHIP PREBUILT DISPLAYS C.O.D.
Partners/National Promotions

- This letter will serve as authorization to ship R. J. Reynolds promotions to the retailer listed below C.O.D. (cash on delivery) via Roadway Package Service.
- Retailer agrees to pay for cost of (live) product packed in shipper display (4 or 6 cartons per SKU - number of SKU's and cartons will vary depending upon promotion).
- Retailer further agrees that RPS will make 3 attempts to deliver the promotion. If a Partners promotion is not delivered after the third attempt, the cost of the promotion will be subtracted from retailer's RJR Partners promotional accrual fund at $50.00 per accrual SKU.
- **Refusal of any promotion may result in the immediate cancellation of this program and further RJR promotion activity.**
- All shipping costs will be paid for by RJ Reynolds Tobacco.

SIS # _____

Account Name _____

Address _____

_____

_____

Phone _____

Retailer Signature _____ Date _____

Name _____ Title _____
(PLEASE PRINT CLEARLY)

Acceptable forms of payment are: Cash, Business Check, Certified Check or Money Order - *MADE PAYABLE TO "RPS".*

☐ ADD ☐ DELETE ☐ S.V.C.

51843 3224

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

(EXHIBIT III)

Contents Label

- Applied to each package shipped to identify contents
- Created utilizing a 2"X4" Avery label, database and Word mail-merge
- Italicized information from database

CONTENTS:
MAY RJ Reynolds Partners promotion
Doral Buy 2 Packs Get One Free
8 Total live cartons = *$102.54*
2 BOXES TOTAL
C.O.D. delivery authorized by:
Retailer Name

51843 3225

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

(EXHIBIT 17)

SO. CAL JUNE C.O.D. DELIVERY - CAMEL B3G3F

CUST #	NAME	ADDRESS	CITY	ST	ZIP	SKU'S	C.O.D.	CCE	FUNDS IN BANK	REASON
076467	4TH & G LIQUOR	708A W 4TH ST	SAN BERNARDINO	CA	92410	1	$91.20			
403885	5 12 FOOD STORE	338 N EUCLID ST	FULLERTON	CA	92632	1	$91.20			51843 3226
579294	777 LIQUOR MARKET	2530 E WORKMAN AVE	WEST COVINA	CA	91791	1	$91.20			
444486	98¢ MARKET	11021 BROOKHURST ST	GARDEN GROVE	CA	92640	1	$91.20			
630755	98¢ MORE OR LESS	2614 E FLORENCE AVE	HUNTINGTON PK	CA	90255	1	$91.20			
638818	99 CENT DISCOUNT MKT	40112 170TH ST E	PALMDALE	CA	93591	1	$91.20			
066641	A & B LIQUOR & MKT	7508 KATELLA AVE	STANTON	CA	90680	1	$91.20			
689485	A & C LIQUOR	1463 FOOTHILL BLVD	LA VERNE	CA	91750	1	$91.20			
633363	A & H LIQUOR	44201 20TH ST W	LANCASTER	CA	93534	1	$91.20			
263065	A 1 MARKET	970C S ANAHEIM BLVD	ANAHEIM	CA	92805	1	$91.20			
369695	A 1 MARKET LIQUOR	3511 MADISON ST	RIVERSIDE	CA	92504	1	$91.20			
633315	A Z LIQUOR	2801 S VENTURA RD	OXNARD	CA	93033	1	$91.20			
479741	A.M. MARKET	2202 N LONG BEACH BL	LONG BEACH	CA	90806	1	$91.20			
691114	ABC #3	8121 BOLSA AVE	MIDWAY CITY	CA	92655	1	$91.20			
523268	ABRAHAM'S MOBIL INC.	3071 RUBIDOUX BLVD	RIVERSIDE	CA	92509	1	$91.20			
574434	AGUA DULCE STORE	33355 AGUA DULCE	AGUA DULCE	CA	91350	1	$91.20			
965366	AIRPORT LIQUOR	420 N LA BREA AVE	INGLEWOOD	CA	90301	1	$91.20			
694428	AIRPORT LIQUOR	6811 ARLINGTON AVE	RIVERSIDE	CA	92504	1	$91.20			
313488	AL'S LIQUOR	2021 E LINCOLN AVE	ANAHEIM	CA	92806	1	$91.20			
705296	AL'S MARKET	508 E FOOTHILL BLVD	UPLAND	CA	91786	1	$91.20			
706131	ALCORN BEVERAGE	448 FOOTHILL BLVD	LA CANADA	CA	91011	1	$91.20			
263426	ALPINE MARKET	11911 EUCLID ST	GARDEN GROVE	CA	92640	1	$91.20			
596925	ALTADENA DAIRY	437 E ALOSTA AVE	GLENDORA	CA	91740	1	$91.20			
697510	ANCHOR LIQUOR	2218 ARTESIA BLVD	REDONDO BEACH	CA	90278	1	$91.20			
294719	ARCADE LIQUOR #2	11938 W WASHINGTON B	LOS ANGELES	CA	90066	1	$91.20			
933586	ARCO AM/PM #03086	5700 E LA PALMA AVE	ANAHEIM	CA	92807	1	$91.20			
478163	ARLINGTON LIQUOR	8345 ARLINGTON AVE	RIVERSIDE	CA	92503	1	$91.20			
415343	ARROW LIQUOR	18150 ARROW BLVD	FONTANA	CA	92335	1	$91.20			
323978	ARROYO LIQUOR	8145 ARROYO DR	ROSEMEAD	CA	91770	1	$91.20			
640578	ASSAD'S MOBIL	1119 N SEPULVEDA BLV	MANHATTAN BEACH	CA	90266	1	$91.20			
266367	ATLANTIC FARMS	6845 ATLANTIC AVE	LONG BEACH	CA	90805	1	$91.20			

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

SO. CAL C.O.D. DELIVERY

TRUCK	ACCT	RETAILER NAME	NAME	ADDRESS	CITY	ST	ZIP	PHONE	MAY PACK	MAY RETURN	JUNE PACK	JUNE RETURN	JUNE PACK	JULY PACK	JULY RETURN	JULY PACK
542607	021705	DOMINIC MANETE	TONY'S MARKET	2813 N GLENOAKS BLVD	BURBANK	CA	91504	818 846 5863			1					
542402	022070	YOUNG DA KOH	LA TIENDA LIQUOR	608 W ALOSTA AVE	GLENDORA	CA	91740	818 335 2233			1					
542606	022289	NADIM HASAN	BI RITE MARKET	4810 TYLER ST	RIVERSIDE	CA	92503	909 689 1321			3					
542602	024177	BONNIE DRISKILL	HILLTOP	23484 CREST FOREST	CRESTLINE	CA	92325	909 338 4647			0					
542408	028006	JOHNNY GAMMOH	TRASK MARKET	7511 TRASK AVE	WESTMINSTER	CA	92683	714 891 7798			1					
543006	029600		AZTEC LIQUOR	5225 EL CAJON BLVD	SAN DIEGO	CA	92115	619 583 4425			0					
542502	030193	DUKJA OH	TRADEWINDS LIQ	17901 S. VERMONT AVE	GARDENA	CA	90248	310 323 7270			0					
542504	031172	JAVID	MOBIL MINI MART	5500 SOUTH ST	LAKEWOOD	CA	90713	310 925 4600			0					
542501	033467	BARBARA LANZAROTTA	CIGARETTE DISCOUNT	23738 MAIN ST	CARSON	CA	90745	310 370 3423		2	1					
543003	035406		KELLY'S UNION 76	6930 LINDA VISTA RD	SAN DIEGO	CA	92111	619 292 7676			1					
542605	036318	EDWART KHACHATOURIAN	MARQUEZ MARKET	16650 MARQUEZ AVE	PACIFIC PALISAD	CA	90272	310 454 0691			0					
542604	039720	OUSAMAH BELLAT	ACTON PLAZA LIQUOR	3813 SIERRA HWY #2 3	ACTON	CA	93510	805 269 5026			3					
542501	041674	VINAY	DIAGONAL LIQUOR	5490 E LOS COYOTES D	LONG BEACH	CA	90815	310 597 0413			1					
543004	042924		FD'S FOOD MARKET	2944 EL CAJON BLVD.	SAN DIEGO	CA	92104	619 281 4626			0					
542409	048115		TNT MARKET	7374 CENTER AVE	HUNTINGTON BEAC	CA	92647	714 896 0889			0					
543002	050661		UNION 76 (ED'S)	976 ESCONDIDO AVE	VISTA	CA	92083	619 726 5776	X							
542606	058553	SIDNEY LEWIS	D&S METRO MARKET	6400 TUJUNGA AVE	N. HOLLYWOOD	CA	91606	818 980 2641			1					
542602	059234	ROBERT BERG	BOB'S BUTCHER SHOP	11144 BALBOA BLVD	GRANADA HILLS	CA	91344	818 368 8166			0					
542505	061091	HINDA GOLDWIRTH	GOLGER SHELL	10815 NATIONAL BLVD	LOS ANGELES	CA	90064	310 474 8934			0					
542403	064927	J S TUNG	QUICK PICK	5275 RIVERSIDE DR	CHINO	CA	91710	909 627 8255			3					
542504	065925	MYUNG YUM	DAIRY MART #2	13745 PARAMOUNT BLVD	SOUTH GATE	CA	90280	310 408 6923			0					
542408	066641	SUSHIL SEHDEV	A & B LIQUOR & MKT	7508 KATELLA AVE	STANTON	CA	90680	714 891 9697			1					
542401	066644	NEVILLE DEMEJO	QUALITY MARKET	1263 N VINEYARD AVE	ONTARIO	CA	91764	714 635 2382			3					
542606	072301	ISSA KHOURY	ISSA SHELL	5957 VINELAND AVE	N. HOLLYWOOD	CA	91601	818 766 0584			3					
542607	074097	CHUNG WANG	CHEVRON #93049	100 S GLENOAKS BLVD	BURBANK	CA	91502	818 845 6578			0					
542805	076467	STEPHEM LAPHAM	4TH & G LIQUOR	708A W 4TH ST	SAN BERNARDINO	CA	92410	909 884 3526			1					
542408	076790	HRYMD PATEL	ALTA DENA DAIRY	12542 CHAPMAN AVE	GARDEN GROVE	CA	92640	714 750 8856			0					
542405	077256		MOBIL / GARYS	2010 S HACIENDA BLVD	HACIENDA HEIGHT	CA	91745	818 336 4455			0					
542804	77570		PASHA LIQUOR	10054 MAGNOLIA AVE	RIVERSIDE	CA	92503	909 354 2130			2					
542804	077570	ROBERT NELSON	PASHA LIQUOR	10054 MAGNOLIA AVE	RIVERSIDE	CA	92503	909 354 2130			0					
542401	078807	KAMAL FILO	MOUNTAIN VIEW LIQUOR	9101 MONTE VISTA AVE	MONTCLAIR	CA	91763	909 625 6061			1					
542504	079832	GLORIA TRUILLO	ANATEL LIQUOR	9414 TELEGRAPH RD	DOWNEY	CA	90240	310 861 5617			0					
542608	081834	LYNSA CUNNINGHAM	THE MAIL BOX	10528 LOWER AZUSA RD	EL MONTE	CA	91731	818 575 3300			0					
542602	083171	HO	JOHNS MARKET	15414 LASSEN ST	MISSION HILLS	CA	91345	818 893 9934			0					
542602	083376	MIKE SAYARI	WOODLAND HILLS ARCO	22455 VENTURA BLVD	WOODLAND HILLS	CA	91364	818 225 9303			3					
542807	132282	PUKI CHONG	LUIGIS LIQUOR	2419 E ORANGETHORPE	FULLERTON	CA	92631	714 526 3247			1					
542807	132294		RIO VISTA MOBIL	2800 E LINCOLN AVE	ANAHEIM	CA	92806	714 630 4530		2	0					
543006	142406		MARKET PLACE #203	13881 CAMPO RD STE A7	JAMUL	CA	91935	619 669 1012			1					
543005	142461		UNION 76 (ED'S)	2919 ALTA VIEW DR	SAN DIEGO	CA	92139	619 267 9784	X							
543008	142469		UNION 76 (ED'S)	210 BROADWAY	EL CAJON	CA	92021	619 440 6862	X							
543004	194317	RAZIKALLAH CHIWARO	G STREET DELI	601 PACIFIC HWY	SAN DIEGO	CA	92101	619 232 5513			1					
542502	196477	KIM TEAWOOK	G & G LIQUOR	14989 PRAIRIE AVE	LAWNDALE	CA	90260	310 675 7021			1					
542504	198631	AWADA	7 DAY MART	6100 BELLFLOWER BLVD	LAKEWOOD	CA	90713	310 867 6144			0					
543004	203867	MICHEAL JONNA	JAYCEES MARKET	2511 C STREET	SAN DIEGO	CA	92102	619 233 0902			0					
542806	213233	YING KIL	C. JS LIQUOR	140 W ONTARIO AVE	CORONA	CA	91720	909 735 7636			1					
542512	216189	SANG SHIN	SEVEN STAR LIQUOR	591 S LA BREA AVE	INGLEWOOD	CA	90301	310 672 2949			1					
542604	219045		BOOTLEGGER MKT/DELI	44549 10TH ST W	LANCASTER	CA	93534	805 948 1916			0					
543003	223480		JIMBOS LIQUOR #1	4411 GENESEE AVE	SAN DIEGO	CA	92117	619 278 6440			1					
542401	224217	CHERI MCDONALD	CJS MARKET	2953 S ARCHIBALD AVE	ONTARIO	CA	91761	909 947 7332			0					
542805	224293	SAM ABBAI	SHIRLEY'S MARKET	25338 6TH ST	SAN BERNARDINO	CA	92410	909 885 7078			1					
542805	224299	RASIK PATEL	MILK BARN	5780 ETIWANDA AVE	MIRA LOMA	CA	91752	909 685 1122			1					
542803	224305	N PATEL	CALIMESA DRIVE IN	1045 CALIMESA BLVD	CALIMESA	CA	92320	909 795 7757			1					
542803	224690	JOHN HODGES	HOLY SMOKE TOBACONIST	3637 W. FLORIDA AVE	HEMET	CA	92545	909 925 1945			0					
542804	224718	FAYSAL BAHHOUR	ARCO QUIXTOP	783 W BLAINE ST	RIVERSIDE	CA	92507	909 686 3523			3					
542806	236926	JAD SALMAN	EL CERRITO LIQUOR	19480 ONTARIO AVE	CORONA	CA	91720	909 272 1646			3					
542409	241531	SHAILESH PATEL	L & M DAIRY	1712 SANTA ANA AVE	COSTA MESA	CA	92627	714 645 5482			1					
542402	241708	TONY YOUNAN	RED CARPET LIQUOR	225 E ROWLAND ST	COVINA	CA	91723	818 967 0270			1					
542805	244316	SANG LEE	ROSIE'S MINI MART	1349 N MOUNT VERNON	COLTON	CA	92324	909 825 2092			1					
543001	245981	GHAZI NASSER	RAMZIES LIQ/DELI	27315 JEFFERSON AVE	TEMECULA	CA	92590	909 699 5585								

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(EXHIBIT VI)

ROADWAY PACKAGE SYSTEM, INC. PAGE 1
ELECTRONIC C.O.D. FAX REMITTANCE

ATTENTION: SERGIO MONTOLFO
OPERATIONS
FAX NUMBER: (818)810-1043

THE FOLLOWING MONIES WERE DEPOSITED INTO YOUR BANK ACCOUNT ON 5/07/96

	CHECK NUMBER	DATE	AMOUNT
FROM: ROADWAY PACKAGE SYSTEM, INC. P.O. BOX 108 PITTSBURGH, PA 15230	129	5/07/96	6,246.41

TO: RJR PROMOTION DELIVERY
18021 CORTNEY CT.
CITY OF INDUSTRY, CA 91748

TRACKING ID	CONSIGNEE NAME	REFERENCE NUMBER	C.O.D. AMOUNT
0433940000166	AL'S MARKET	705296	51.20
0433940000216	ARROW LIQOUR	394397	51.20
0433940000463	CHEERS LIQUOR	459099	51.20
0433940000513	K HA	NONE	51.20
0433940000604	DJS LITTLE STR	317992	51.20
0433940000653	ED'S SHELL	536984	51.20
0433940000919	GRAND CENTRAL	265504	51.20
0433940001131	J&W LIQOUR	703304	51.20
0433940001271	KWIK STOP	687593	51.20
0433940001321	LA TIENDA LIQ.	022070	51.20
0433940001412	LISAS MKTS	394575	51.20
0433940001453	LUCKY'S LIQ.	333629	51.20
0433940001651	MONT.VIEW MKT.	078807	51.20
0433940001859	QUEENS MARKET	466864	51.20
0433940001917	R.CHICE MKT.	689236	51.20
0433940001958	ROCKVIEW DAIRY	510387	51.20
0433940002170	UNMI FOODSTORE	394576	51.20
0433940002188	ULTRAMART	634188	51.20
0433940002196	TEREAS DAIRY	423698	51.20
0433940002238	WINE&LIQOUR MK	434273	51.20
0433940002279	777 LIQUOR MKT	579294	102.40
0433940002295	A&C LIQOUR	695290	102.40
0433940002311	98cUPLAND DISC	NONE	102.40
0433940002436	ALTADENA DAIRY	681938	102.40
0433940002444	ALTADENA DAIRY	596925	102.40
0433940002519	ARCO AM/PM	502010	102.40
0433940002618	BARKERS LIQOUR	461354	102.40
0433940002626	BAG&BOTTLE	785446	102.40
0433940002642	BALDWIN HILL	264562	102.40
0433940002691	BIG BOB LIQ.	635493	102.40
0433940002774	BOURBON LIQOUR	678116	102.40

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Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

TRACKING ID	CONSIGNEE NAME	REFERENCE NUMBER	C.O.D. AMOUNT
0433940002790	BROADWAY LIQ.	407889	102.40
0433940002808	BROTHERS MRKTS	940418	102.40
0433940002923	CERTIFIED MKT	461172	102.40
0433940003046	CORNER LIQOUR	933890	102.40
0433940003079	COUNTRY H.TBCC	700258	102.40
0433940003186	DESCANSO MKT.	793331	102.40
0433940003392	FIREBIRD LIQ.	474835	102.40
0433940003400	FLOWER MKT.	564853	102.40
0433940003954	K&C ALTADENA	412644	102.40
0433940004010	K&K LIQOUR	960581	102.40
0433940004127	LAVERNE LIQ.	460850	102.40
0433940004176	LEVS LIQOUR	341726	102.40
0433940004234	LOU LIQOUR	474832	102.40
0433940004283	M&S PHARM.	935102	102.40
0433940004291	MACKS LIQOUR	700265	102.40
0433940004325	MAJOR DISCOUNT	703211	102.40
0433940004358	MAYFLOWER BEV.	933829	102.40
0433940004499	MY MARKET	683149	102.40
0433940004671	PARTY SNAK LQ.	461326	102.40
0433940004705	PHILIS LQ.	377347	102.41
0433940004713	PICO LIQOUR	461441	102.40
0433940004747	PRIMOS LIQ.	461623	102.40
0433940004762	QUIK NEZ	485900	102.40
0433940004804	RANCH LIQOUR	588965	102.40
0433940005355	ROCKVIEW DAIRY	411980	102.40
0433940005363	RAYS LIQOUR	461366	102.40
0433940005397	RED CARPET LUQ	241708	102.40
0433940005421	SAMS LIQOUR	461539	102.40
0433940005439	ROYAL MKT.	562180	102.40
0433940005512	SINCERE MKT	460576	102.40
0433940005595	SNAP E EDS LIQ	466861	102.40
0433940005686	STARLITE MKT.	461621	102.40
0433940005702	STAR LIQOUR	695472	102.40
0433940005769	STOP'N SAVE	606420	102.40
0433940005868	TONYS MIN MKT	413536	102.40
0433940005876	TOWNE MRKT.	668423	102.40
0433940005884	TOP HAT LIQ.	460855	102.40
0433940005934	UNOCAL GAS	452614	102.40
0433940006031	VILLAGE MRKT.	510121	102.40
0433940006064	VIP LIQOUR	553570	102.40

END OF REMITTANCE - TOTAL PAGES: 2

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(EXHIBIT VII)

DETACH ALONG THIS PERFORATION BEFORE NEGOTIATING CHECK

ROADWAY PACKAGE SYSTEM C.O.D. REMITTANCE

RPS
ROADWAY PACKAGE SYSTEM, IN

[illegible] 51753 0010277015 02/07/96

PACKAGE NUMBER	CONSIGNEE NAME	REFERENCE NUMBER	C.O.D. AMOUNT
0000026	EASY MART	NONE	53.24
0000042	LIQUOR EXPRESS	NONE	68.24
0000059	STAR FOOD STOR	NONE	68.24
0000067	FOOD COUNTRY M	NONE	53.24
0000075	AVONDALE QUICK	NONE	68.24
0000083	GILBERT CONVEN	NONE	68.24
0000091	WAGON WHEEL	NONE	68.24
0000109	FRANKS UNOCAL	NONE	68.24
0000117	TEMPE TOBACCO	NONE	68.24
			614.16

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Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000

RPS GROUND SERVICES

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CONTINENTAL U.S.

Weight Not To Exceed	Packages Weighing 1-50 Pounds — CONTINENTAL U.S.							Weight Not To Exceed	Packages Weighing 51-100 Pounds — CONTINENTAL U.S.							Weight Not To Exceed	Packages Weighing 101-150 Pounds — CONTINENTAL U.S.						
	2	3	4	5	6	7	8		2	3	4	5	6	7	8		2	3	4	5	6	7	8
1	$2.46	$2.62	$2.85	$2.93	$3.00	$3.09	$3.14	51	$7.39	$9.59	$11.60	$14.31	$18.13	$22.15	$26.37	101	$10.07	$12.75	$15.79	$19.57	$24.62	$30.43	$35.97
2	2.48	2.66	3.12	3.23	3.45	3.55	3.79	52	7.43	9.66	11.68	14.41	18.32	22.35	26.59	102	10.27	12.95	15.96	19.74	24.81	30.66	36.26
3	2.59	2.83	3.33	3.48	3.76	3.88	4.19	53	7.47	9.72	11.75	14.49	18.42	22.50	26.77	103	10.49	13.15	16.11	19.89	25.00	30.91	36.56
4	2.70	2.99	3.47	3.64	3.90	4.09	4.48	54	7.52	9.76	11.82	14.57	18.51	22.62	26.91	104	10.71	13.36	16.28	20.07	25.18	31.16	36.83
5	2.83	3.11	3.54	3.76	4.08	4.31	4.72	55	7.57	9.81	11.88	14.64	18.60	22.73	27.04	105	10.93	13.57	16.45	20.23	25.37	31.39	37.13
6	2.93	3.16	3.60	3.83	4.25	4.48	4.94	56	7.63	9.87	11.93	14.71	18.68	22.84	27.16	106	11.15	13.78	16.61	20.41	25.56	31.64	37.42
7	3.03	3.25	3.66	3.90	4.39	4.68	5.17	57	7.68	9.92	11.99	14.78	18.77	22.94	27.29	107	11.35	13.97	16.77	20.56	25.75	31.87	37.72
8	3.14	3.32	3.72	3.96	4.54	4.94	5.51	58	7.74	9.98	12.04	14.85	18.85	23.05	27.41	108	11.58	14.17	16.93	20.73	25.93	32.12	38.00
9	3.26	3.40	3.79	4.04	4.70	5.22	5.95	59	7.80	10.04	12.09	14.93	18.93	23.15	27.53	109	11.80	14.39	17.10	20.90	26.13	32.36	38.30
10	3.38	3.50	3.87	4.17	4.88	5.61	6.40	60	7.86	10.10	12.14	15.00	19.02	23.26	27.66	110	12.02	14.59	17.25	21.05	26.32	32.60	38.58
11	3.48	3.60	3.96	4.36	5.13	5.96	6.86	61	7.91	10.15	12.21	15.07	19.10	23.37	27.79	111	12.22	14.80	17.41	21.23	26.50	32.84	38.87
12	3.57	3.72	4.07	4.57	5.43	6.34	7.33	62	7.97	10.21	12.26	15.15	19.17	23.47	27.92	112	12.44	15.00	17.58	21.39	26.69	33.08	39.16
13	3.64	3.85	4.17	4.82	5.75	6.77	7.82	63	8.03	10.26	12.31	15.22	19.27	23.55	28.05	113	12.66	15.20	17.75	21.56	26.88	33.32	39.46
14	3.72	3.99	4.32	5.07	6.07	7.16	8.32	64	8.08	10.32	12.36	15.30	19.36	23.66	28.19	114	12.89	15.41	17.91	21.73	27.07	33.57	39.75
15	3.80	4.16	4.51	5.33	6.39	7.59	8.82	65	8.13	10.37	12.42	15.37	19.45	23.79	28.33	115	13.10	15.62	18.07	21.89	27.25	33.81	40.03
16	3.90	4.34	4.71	5.59	6.76	8.04	9.34	66	8.18	10.42	12.47	15.43	19.54	23.90	28.46	116	13.31	15.83	18.22	22.06	27.45	34.05	40.32
17	3.97	4.49	4.91	5.85	7.12	8.49	9.85	67	8.23	10.49	12.52	15.49	19.62	24.00	28.60	117	13.53	16.02	18.39	22.23	27.64	34.29	40.62
18	4.07	4.65	5.09	6.10	7.46	8.90	10.33	68	8.29	10.55	12.57	15.55	19.71	24.13	28.71	118	13.74	16.23	18.55	22.39	27.83	34.53	40.90
19	4.17	4.79	5.28	6.33	7.80	9.31	10.82	69	8.34	10.60	12.63	15.61	19.80	24.25	28.83	119	13.96	16.44	18.70	22.57	28.01	34.77	41.19
20	4.29	4.95	5.47	6.57	8.14	9.70	11.30	70	8.39	10.65	12.68	15.65	19.88	24.40	28.96	120	14.19	16.64	18.88	22.72	28.21	35.01	41.49
21	4.42	5.12	5.65	6.81	8.45	10.09	11.79	71	8.86	11.28	13.71	16.83	21.14	25.66	29.68	121	14.40	16.85	19.04	22.90	28.39	35.26	41.76
22	4.55	5.27	5.84	7.05	8.77	10.48	12.27	72	8.88	11.29	13.77	16.92	21.23	25.80	30.33	122	14.61	17.05	19.21	23.06	28.57	35.49	42.05
23	4.69	5.42	6.03	7.30	9.10	10.88	12.75	73	8.92	11.33	13.82	16.98	21.31	25.92	30.75	123	14.83	17.25	19.36	23.21	28.76	35.74	42.33
24	4.82	5.58	6.22	7.55	9.43	11.29	13.24	74	8.96	11.38	13.87	17.06	21.39	26.02	30.89	124	15.05	17.46	19.52	23.39	28.96	35.97	42.62
25	4.94	5.74	6.42	7.80	9.76	11.70	13.72	75	8.99	11.45	13.95	17.12	21.48	26.16	31.03	125	15.27	17.67	19.69	23.55	29.15	36.22	42.91
26	5.07	5.91	6.61	8.05	10.07	12.08	14.20	76	9.07	11.49	14.00	17.20	21.56	26.26	31.15	126	15.47	17.88	19.84	23.73	29.33	36.47	43.19
27	5.20	6.07	6.81	8.30	10.40	12.50	14.70	77	9.10	11.53	14.04	17.26	21.68	26.39	31.29	127	15.70	18.07	20.02	23.88	29.52	36.70	43.48
28	5.29	6.23	7.01	8.55	10.73	12.90	15.19	78	9.13	11.58	14.10	17.33	21.76	26.50	31.42	128	15.92	18.28	20.18	24.05	29.71	36.95	43.76
29	5.38	6.37	7.22	8.80	11.07	13.33	15.70	79	9.15	11.63	14.15	17.39	21.84	26.60	31.55	129	16.14	18.49	20.34	24.22	29.90	37.18	44.05
30	5.49	6.52	7.43	9.08	11.42	13.73	16.21	80	9.19	11.69	14.22	17.48	21.92	26.71	31.69	130	16.34	18.69	20.50	24.39	30.08	37.43	44.34
31	5.58	6.67	7.65	9.36	11.79	14.14	16.73	81	9.25	11.73	14.27	17.54	22.01	26.82	31.80	131	16.56	18.91	20.66	24.56	30.27	37.67	44.62
32	5.69	6.81	7.86	9.64	12.15	14.58	17.25	82	9.27	11.76	14.31	17.59	22.11	26.95	31.93	132	16.78	19.10	20.83	24.72	30.47	37.91	44.9[illegible]
33	5.80	6.96	8.08	9.90	12.48	15.02	17.77	83	9.30	11.80	14.39	17.68	22.20	27.05	32.06	133	17.01	19.30	20.98	24.88	30.65	38.15	45.[illegible]
34	5.90	7.12	8.28	10.16	12.81	15.45	18.28	84	9.32	11.83	14.44	17.73	22.28	27.15	32.20	134	17.23	19.52	21.14	25.06	30.84	38.39	45.00
35	6.00	7.31	8.50	10.43	13.14	15.88	18.79	85	9.34	11.87	14.49	17.80	22.36	27.26	32.31	135	17.43	19.72	21.32	25.21	31.03	38.63	45.00
36	6.09	7.50	8.70	10.68	13.46	16.30	19.29	86	9.37	11.91	14.57	17.87	22.44	27.40	32.47	136	17.65	19.93	21.47	25.39	31.22	38.87	45.00
37	6.18	7.66	8.90	10.93	13.79	16.71	19.79	87	9.42	11.99	14.62	17.96	22.52	27.51	32.59	137	17.87	20.12	21.64	25.55	31.40	39.12	45.00
38	6.27	7.82	9.09	11.19	14.13	17.13	20.28	88	9.44	12.03	14.67	18.01	22.61	27.62	32.70	138	18.08	20.34	21.80	25.71	31.59	39.36	45.00
39	6.36	7.96	9.29	11.44	14.46	17.53	20.77	89	9.50	12.06	14.72	18.10	22.71	27.74	32.85	139	18.30	20.54	21.95	25.89	31.79	39.60	45.00
40	6.45	8.10	9.49	11.70	14.79	17.95	21.27	90	9.53	12.11	14.79	18.17	22.81	27.84	32.98	140	18.52	20.74	22.12	26.04	31.98	39.84	45.00
41	6.55	8.25	9.69	11.96	15.11	18.37	21.77	91	9.55	12.15	14.84	18.25	22.89	27.96	33.09	141	18.74	20.96	22.28	26.22	32.16	40.08	45.00
42	6.64	8.40	9.90	12.21	15.45	18.78	22.27	92	9.59	12.18	14.90	18.32	22.98	28.08	33.23	142	18.95	21.15	22.46	26.38	32.35	40.32	45.00
43	6.74	8.57	10.10	12.47	15.79	19.20	22.77	93	9.61	12.23	14.95	18.38	23.07	28.18	33.37	143	19.17	21.35	22.61	26.56	32.54	40.57	45.00
44	6.84	8.73	10.30	12.72	16.13	19.62	23.27	94	9.65	12.28	14.99	18.45	23.16	28.28	33.49	144	19.39	21.57	22.77	26.71	32.73	40.80	45.00
45	6.95	8.90	10.51	12.98	16.47	20.04	23.77	95	9.67	12.31	15.05	18.50	23.25	28.40	33.63	145	19.59	21.77	22.94	26.88	32.91	41.05	45.00
46	7.05	9.06	10.71	13.24	16.79	20.45	24.26	96	9.69	12.36	15.10	18.57	23.32	28.54	33.75	146	19.82	21.98	23.09	27.05	33.10	41.29	45.00
47	7.14	9.19	10.92	13.49	17.09	20.83	24.73	97	9.72	12.40	15.17	18.64	23.41	28.64	33.87	147	20.04	22.18	23.25	27.22	33.30	41.53	45.00
48	7.19	9.30	11.12	13.74	17.37	21.20	25.20	98	9.77	12.43	15.23	18.74	23.49	28.74	34.03	148	20.26	22.39	23.42	27.39	33.48	41.77	45.00
49	7.26	9.39	11.31	13.98	17.64	21.56	25.63	99	9.79	12.48	15.29	18.80	23.57	28.87	34.14	149	20.46	22.59	23.58	27.55	33.67	42.02	45.00
50	7.32	9.49	11.46	14.18	17.90	21.86	26.03	100	9.84	12.54	15.63	19.40	24.58	30.39	35.95	150	20.68	22.79	23.75	27.71	33.86	42.26	45.00

ADDITIONAL CHARGES:

C.O.D. Collection $4.75
C.O.D. Collection (to Canada) $5.00
Address Correction $4.00
Call Tag Service $2.50

Acknowledgement of Delivery $0.75
Hazardous Material Surcharge $8.00
Weekly Service Charge $6.00

Declared Value over $100 ..... $0.35
for each additional $100 or fraction thereof
Residential Surcharge $0.65

Fractions of a pound take the next full pound rate.

Source: https://www.industrydocuments.ucsf.edu/docs/gmbp0000